

Message Text

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43

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 XMB-04 /022 W

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P 181657Z JUN 75

FM AMEMBASSY RABAT

TO SECSTATE WASHDC PRIORITY 5724

USDOC WASHDC PRIORITY

UNCLAS RABAT 2924

FOR NEA/AFN MONTVILLE AND USDOC SPECIAL HANDLING

E.O. 11652: N/A

TAGS: ETRD BDIS MO

SUBJECT: MOROCCAN NATIONAL RAILWAYS COMPLAINT THAT GENERAL MOTORS

HAS FAILED TO FURNISH NEEDED PARTS IN CONNECTION

MAJOR LOCOMOTIVE SALE

1. AS RESULT MUCH HARD WORK, EMBASSY HAS DEVELOPED EXCELLENT
RELATIONSHIP WITH MOROCCAN NATIONAL RAILROADS (ONCF)
RESULTING IN SALE OF 15 GM DIESEL ELECTRIC LOCOMOTIVES WITH
4 MORE UNDER NEGOTIATION. AS FOLLOW-ON, ONCF HAS TURNED TO
US TO INVITE BIDS ON MAJOR PURCHASES FREIGHT CAR BODIES AND
RELATED EQUIPMENT, TIES FOR ROADBED IMPROVEMENT, AND
CONSTRUCTION MAJOR RAILWAY EXTENSIONS UNDER DEVELOPMENT PLAN.

2. AMBASSADOR HAS RECEIVED LETTER FROM ONCF DIRECTOR,
REFERRING TO CONTRACT NUMBER 335,041 OF 25 DECEMBER 1973
PLACED WITH GENERAL MOTORS CORPORATION. DIRECTOR STATES
THAT ONLY PORTION OF REPLACEMENT PARTS, AND TOOLS AND
EQUIPMENT ORDERED WITH LOCOMOTIVES FOR DELIVERY IN SEPTEMBER
1974 HAVE ARRIVED. ONCF DIRECTOR ASSERTS THAT DESPITE
SEVERAL LETTERS AND TELEX MESSAGES, GM HAS NOT FORWARDED
BALANCE OF ORDER, PLACING ONCF IN GRAVE OPERATIONAL
DIFFICULTIES.

3. DIRECTOR REQUESTS EMBASSY INTERVENTION TO RESOLVE PROBLEM
BEFORE JULY 31, THE DATE ON WHICH VALIDITY PRESENT LETTER OF
CREDIT EXPIRES. WE HAVE DISCUSSED WITH MR. G.S. GLAIBER,
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GM DISTRICT MANAGER, WHO IN RABAT THIS WEEK. GLAIBER CONFIRMS

DELAY IN SHIPMENT AND ASSERTS THAT DESPITE FACT THAT GM PARTS DIVISION HAS PREVIOUSLY ADVISED HIM ALL PARTS SHIPPED, HE CONCERNED THAT SHIPMENT HAS, IN FACT, NOT TAKEN PLACE AND THAT HE AND ONCF HAVE BEEN MISLED BY PARTS DIVISION.

4. SUGGEST USDOC AND/OR DESK CONTACT MR. P.K. HOGLAND, VICE PRESIDENT AND GENERAL MANAGER OF ELECTRO-MOTIVE DIVISION EMPHASIZING GRAVE DANGER TO FUTURE SALES AND GOOD NAME OF GM IN ARAB WORLD IF PERFORMANCE DELIVERY NOT IMPROVED. HOPE WE CAN BE IN POSITION WITHIN FEW DAYS REASSURE ONCF PARTS WILL BE SHIPPED BEFORE JULY DEADLINE. PLEASE REPLY SOONEST.NEUMANN

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